

BUSINESS TRIP TO SCANDINAVIA

OCTOBER 12-16, 2020



ABOUT THE TRIP

Export Delaware invites you to join us on a business trip to Scandinavia (Sweden and Denmark) to meet new customers and potential partners.

Meeting face-to-face with prospective customers is critical to establishing new business relationships around the world. Let us help you make the right contacts overseas and achieve new international sales!

We will arrange business meetings with distributors, agents, or customers according to your needs, all specific to your company.

THIS TRIP INCLUDES:

- Assistance from State of Delaware's trade representative, Andrew Clutz of PM&P Partners, in Scandinavia and the Export Delaware staff.
- In-country transportation on the trip.
- Preparation session, in-country briefing and follow-up support after the trip.

TRIP ITINERARY

Weekend Arrival in Stockholm

Day 1-2 Meetings in Sweden

Day 3 Travel to Copenhagen

Day 4-5 Meetings in Denmark

Day 5 or Day 6 Return Home

WHY SCANDINAVIA?

The Scandinavian countries comprise the world's 12th largest economy (estimated GDP of U.S. \$1.38 trillion), and are among the most innovative, competitive, and transparent in the world.

Sweden:

- Sweden has a GDP of \$551 billion and a population of 10 million.
- It is the largest Scandinavian economy and boasts a transparent, highly developed, sophisticated and diversified market with few barriers to entry.
- Major import categories include aerospace/defense, telecommunications, healthcare/life sciences, information technologies, safety/security, clean-tech, industrial machines, and renewable energy.

Denmark:

- Denmark is a rich, modern society with state-of-the-art infrastructure and distribution systems, a highly skilled labor force, and a central location that makes it an excellent distribution point for the Scandinavian, Northern European, and Baltic markets.
- Major imports include industrial machinery, capital equipment, computers, and telecom products, software, aircraft, and scientific instruments.
- Other important U.S. exports to Denmark are military equipment, chemicals and pharmaceuticals.

COST & DETAILS

Businesses are responsible for air, hotel, meals and incidental expenses.

A passport with at least 6 months of validity following dates of the travel is required.

MORE INFO

Contact the export team:
302-577-8465
Beth.Pomper@delaware.gov

FUNDING ASSISTANCE

Funding Assistance is available to assist you with up to 50% of your eligible travel expenses. Funds are based on availability.

Apply at export.delaware.gov.



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.